

## The obvious Choice for success



Earlier last year Wineware Consulting was introduced as the new kid on the wine block, simplifying the way wine-production systems are run, optimising productivity and increasing profit margins with their tailor-made software. Wineware Consulting's success story continues as it proves to be the software developer of choice for innovative business ventures.

On the 19<sup>th</sup> of September 2007, the third annual Winemaker's Choice Awards were held at Nooitgedacht near Stellenbosch. A panel of industry experts consisting of 25 of South Africa's leading winemakers, divided into teams of five, judged the wines in a blind tasting.

Wineware not only co-sponsored the event, but also wrote the software necessary to create a system that facilitated the whole judging process. Wineware developed a fully auditable software package, called Triage, to ensure complete peace of mind for both entrants and organisers. Triage was specifically developed to track the competition's judging process, allowing the Winemaker's Choice organisers to determine exactly where a wine scored individually and in its category.

Ian Saker, MD of Wineware, believes that the company's interaction with its clients enables it to generate solutions that are workable – and upgradeable. "We listen to our clients, develop a product and then work with the client to make sure the system does what it needs to do." Wineware is a client-orientated business and takes pride in becoming and staying involved in a client's business process, thereby ensuring the success of their product.

This goes to show that the consultation and detailed needs analysis Wineware offers each of its clients free of charge, really does play a pivotal role in developing a tailor-made software system. Another brilliant feature of Wineware's software is that systems are compatible with most current software, and totally flexible. The client can edit and change the system to suit them at any time.

Furthermore, Wineware recently developed a ready to use stock-keeping, point-of-sale and invoicing system. The difference between this software system and other off-the-shelf software packages is the fact that it has been developed with the specific needs of winemakers and wine farms in mind. Through interaction with various existing and new clients, Wineware identified a need in the wine industry and created a functional and suitable software system instead of yet another clumsy and limiting generic software package.

Owners of wine farms and winemakers who have not yet given Wineware's software solutions some thought should seriously consider switching to Wineware software. The benefits are endless. A software system used in the right way can simplify the running of a wine-production system, optimising productivity and increasing profit margins.

Wineware guarantees their clients fair value and accepts accountability. It is committed to not selling winemakers yet another expensive, clumsy, pre-packaged system. In fact, they are so sure of their product that they offer a free three-month trial period, after which the system may be returned with no obligation.

### Software Solutions!

- the design of tailor-made software for each client, solving the individual problems of winemakers and wine farms,
- consultation with the winemaker and a detailed needs analysis,
- identification of possible problems and exploring solutions,
- functionality and suitability of software for each individual client

3 months  
FREE  
trial period

Visit Wineware's new website for updates and more information, at [www.wineware.co.za](http://www.wineware.co.za).

*Organize*      *Integrate*      *Simplify*

## vir die wynmaker

### 'n stelsel wat werk!



Die sukses van enige wynplaas lê nie net in die maak van voortreflike wyne nie, maar ook in die doeltreffende bestuur daarvan as 'n winsgewende onderneming. Wynmakers besef toenemend dat hul bedryfstelsel 'n belangrike rol hierin speel, en dit is waar Wineware Consulting ("Wineware") 'n noodsaaklike skakel is.

Talle wynmakers het al hul kop gestamp met standaard-sagtewarepakette juis omdat die pakket standaard, lomp en beperkend is. In teenstelling hiermee skep Wineware unieke sagteware vir elke kliënt.

'n Sagteware-stelsel wat spesiaal volgens die wynplaas se behoeftes ontwerp is, vereenvoudig nie net die bestuurstelsels nie, maar verhoog ook produktiwiteit. Dit gee die eienaar volkome beheer en die vermoë om aktiwiteite op die wynplaas met die druk van 'n knoppie wêreldwyd te monitor.

Om presies te bepaal watter sagteware nodig is, word 'n omvattende analise van die wynplaas gedoen. 'n Bykomende pluspunt is dat Wineware se sagteware gekoppel kan word aan meeste bestaande stelsels – geld wat jy reeds op 'n ander pakket bestee het, is dus nie verlore nie.

Die dinamiese maatskappy is so seker van die sukses van hul produk dat hulle 'n gratis proeftyperk van drie maande aanbied, waarna die stelsel sonder enige verpligting terugstuur kan word indien jy nie tevrede is nie.